

# TRIAL EXHIBIT 62

# Building a contact list

- 1) Start with an Excel report of the information you need relating to the contacts you want to make. You will want to include headers in the document to sort the information before loading

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T	U	V	W	X	Y	
1	customer	FirstName	LastName	Email	Phone	Phone2	MobilePhone	MainCountry																		
2	3578312	Michael	Frenzl	frenzl.stoffwechselkun@gmail.com	13252723312		13252723312	DE																		
3	3662996	Jäger-Hürl	Hannelore	kofumia@gmail.de	17391845			DE																		
4	3663000	Fragedöd	Kristoffer	christoffer.fraedod@gmail.com	13481244			DE																		
5	3668809	Iravala		ultraelementum@gmail.de	16383161000			DE																		
6	3675343	Ute		Oppermann_ute oppermann_ute@gmail.com	3997774933		15228475176	DE																		
7	3679490	Thomas			Oppermann_ute oppermann_ute@gmail.com	1726722721		DE																		
8	3687614	yasin				40350715423		DE																		
9	3690105	Thomas				4396454*11		AT																		
10	3701107	Sarah	Ün			15788684249		DE																		
11	3700479	Katrin				2687921846	15785507445	DE																		
12	3707235	Helmut				1520351432		DE																		
13	3710799	Melek				016121534693		DE																		
14	3716021	Galina				726317574201		DE																		
15	3716660	Verena				1774376888		DE																		
16	3732997	Sabine				6005424663		AT																		
17	3736935	Lukas				6641000000		AT																		
18	3761264	Patricia				69917231741	69917232741	AT																		
19	3761983	Stefan				69910204689		AT																		
20	3762016	Marc				c_ama_d@hotmail.de	17631164103	DE																		
21	3762213	Manuela				manuela_gloss@gmx.at	6603413541	AT																		
22	3762593	Omara				Mohamed.omar.mohamed.ali@live.at	8.78805*11	AT																		
23	3763536	Bernhard				b.maxxa@gmx.at	6766583603	AT																		
24	3763605	Rudolf				Lehner_rudstar2@hotmail.com	4.36505*11	AT																		
25	3765061	Maurice				Dietlmeier_k.dietlmeier@gmx.de	17631180292	DE																		
26	3768813	Jörg				Noreiks_bah290776@gmx.de	1704576336	DE																		
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it into POM.

The Headers are very important. The Excel headers or campaign attributes is how POM recognize what's in each cell.

## 2) Correct Header Names and order

When building the contact list your header must appear in the excel spreadsheet as it does in POM. Always lead with the “Id” header or attribute first. “Id” should always appear in cell A1 in your excel spreadsheet. In the “Id” column starting with cell A2 should be the number 1. The “Id” column will list the number of contacts in the list. Depending on what info you want displayed in POM you will need an attribute for it.

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A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T	U	V	W	X	Y	
1	3578812	Michael	Frenzl	frezn.stoffwechselkun@gmail.com	phonenumbe phonenumber1ctrycode	1525273112	DE																		
2	3662996	Jäger-Häf	Hannelore	kofuma@gmx.de		1793145524	DE																		
3	3667092	Kris		fragideli.kfde01@fragideli.com		3346793434	DE																		
4	3668040	Paula		luisa.paula.schaefer@gmail.de		16946100	DE																		
5	3673430	Uta		Oppegeniste.oppegeniste@gmail.com		3907779553	DE																		
6	3674940	Thomas	Soreck	maier.parkett-up@web.de		1726722721	DE																		
7	3687634	yasin	kouanda	yasin.kouanda@hotmail.de		4035015425	DE																		
8	3695105	Thomas	Goesswi	peterpigott@hotmail.com		4.36645411	AT																		
9	3701107	Sarah	Ün	aylin@bilahaz@gmail.com		1578890429	DE																		
10	3704747	Katrin	Thomas	Vwestenwaldnaus@aol.com		2687921846	DE																		
11	3707235	Helmut	Unterwaih	helmu123@hotmail.de		1520251432	DE																		
12	3710799	Melek	Tokmaz	Structure@vi		01611153693	DE																		
13	3716021	Galina	Savenko	savenkogalina4@yahoo.com		72619758201	DE																		
14	3716660	Verena	Klaus	piero33@hotmail.de		1743178688	DE																		
15	3732997	Sabine	Nohamme	bime7678@mxa.t		6605424663	AT																		
16	3740406	Lukas	schelberg	Schelberger@hotmail.de		6641687007	AT																		
17	3751264	Jovan	Djokic			6991723274	AT																		
18	3752000	Ulrich	stefu	24.11.0@gmail.com		6991723274	AT																		
19	3762016	Marc	Schultz	t_ams_g@hotmail.de		1783116410	AT																		
20	3762213	Manuela	Gloss	manuela.gloss@gmail.at		6603413541	AT																		
21	3762593	Omar	Mohamed	omar.mohamed.ali@live.at		6.7658E+11	AT																		
22	3763536	Bernhard	Maxa	b.maxa@gmail.at		6766536303	AT																		
23	3764695	Rudolf	Lechner	rudstar28@hotmail.com		4.36505E+11	AT																		
24	3765063	Maurice	Dietmeier	K.dietmeier@mxa.t		17031180292	DE																		
25	3768813	Jörg	Noreiki	bahr290776@gmail.de		1704576336	DE																		
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### 3) phonenumbe phonumber1ctrycode

You have to type out the header as it appears, "phonenumbe phonumber1ctrycode". In the column "phonenumbe phonumber1ctrycode" you want the country code number and not the country letter abbreviation. For a list of Country Codes click the following link <http://countrycode.org/>

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T	U	V	W	X	Y	Z	
1	Id	customer	firstname	lastname	Email	phonenumertryco49	phonenumertryco49																				
2	1	3578812 Michael	Frenzl	frezn1.stoffwechselkur@gmail.com		15252723112	49																				
3	2	3662996 Jäger-Häf	Hannelore	kofuma@gmx.de		1799145524	49																				
4	3	3667092 Krieg	Fragideli	kfragdeli@fragmobi.com		3346793434	49																				
5	4	3668000 Paula	Wolff	paula.wolff@tiscali.de		1694910009	49																				
6	5	3673430 Ute	Oggenhofer	o.oggenhofer@oppenmanns&gmail.com		3907779551	49																				
7	6	3674949 Thomas	Soreck	thomas.soreck@parkett-upi.web.de		1787727271	49																				
8	7	3687634 yasin	kouanda	yassin.kouanda@hotmail.de		4035015429	49																				
9	8	3696103 Thomas	Goesswein	peterpigrit3@hotmail.com		4_36645E+11	43																				
10	9	3701107 Sarah	Ün	aylin88uhus@gmail.com		1578892429	49																				
11	10	3703479 Katrin	Thomas	vwesterveldmau@ao.com		2687921848	49																				
12	11	3707235 Helmut	Unterwair	helmut123@hotmail.de		15202851432	49																				
13	12	3710799 Melek	Tokman	Structure@vi		01611153693	49																				
14	13	3716021 Galina	Savenko	savenkogalina4@yahoo.com		72619758201	49																				
15	14	3716660 Veréna	Klaus	piero33@hotmail.de		1743786888	49																				
16	15	3732997 Sabine	Nohamme	bime7678@mx.mx		6605434663	43																				
17	16	3740406 Lukas	schelberg	schelberg.schelberger@hotmail.de		6641687007	43																				
18	17	3751264 Jovan	Djokic			69917232744	43																				
19	18	3752016 Michael	stefu	stefu.24.11.0@gmail.com		69917232744	43																				
20	19	3763016 Marc	Schulte	t_ams_g@hotmail.de		17831164101	49																				
21	20	3762213 Manuela	Gloss	manuela.gloss@gmail.at		6603435441	43																				
22	21	3762593 Omar	Mohamed	omar.mohamed.ali@live.at		6.7638E+13	43																				
23	22	3763536 Bernhard	Maxa	b.maxa@gmx.at		67665363603	43																				
24	23	3764695 Rudolf	Lechner	rudstar28@hotmail.com		4.36505E+11	43																				
25	24	3765063 Maurice	Dietmeier	K.dietlmeier@gmx.de		17031380292	49																				
26	25	3768813 Jörg	Norells	bahr2907976@gmx.de		1704576396	49																				
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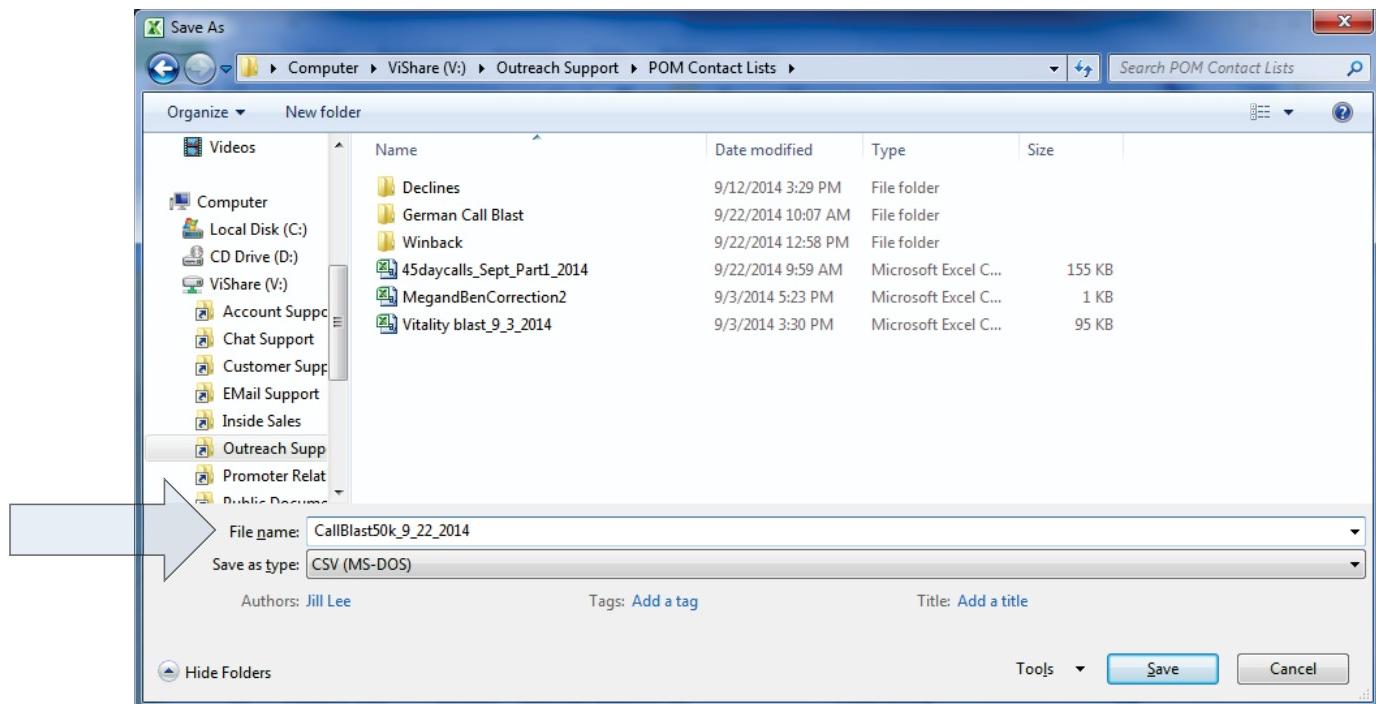
#### 4) Saving the Contact list

After you have edited the contact list to your campaign specification, next step is to save. When saving the campaign, Go to V drive; Outreach Support; POM Contact Lists and click Save As Type: CSV (MS-DOS)

#### THIS IS VERY IMPORTANT

#### Save the document as a “CSV (MS-DOS)”

If you save it any other way, POM may not recognize it. Name the contact list after the campaign name, include how many contacts (use K to represent thousands) and date saved in the **File Name**.



Finally click the **Save** button